

After the close of a G&T

Question 18/20 12/20 Correct 1:40

After the close of a G&T engagement or an engagement milestone, there has to be focus on:
Select the correct option(s) and click submit.

- ☐ (a) Demonstrating the business benefits realized so far
- ☐ (b) Obtaining customer's testimonial of TCS
- ☒ Both (a) and (b)
- ☐ Neither (a) nor (b)

Submit

Which among these are important

Question 19/20 13/20 Correct

Which among these are important reusable assets, generated by a G&T engagement?
Select the correct option(s) and click submit.

- ☐ Process assets (plans, templates, checklists); Dos and Don'ts, lessons learnt, best practices
- ☐ TCS's IP Assets used or created
- ☐ Contextual masters groomed and recognized, during the engagement
- ☒ All of these

Submit

Which TCS unit is designed specifically to help in building rapid prototypes?

Select the correct option(s) and click submit.

- ☐ Components Engineering Group [CEG]
- ☐ TCS One R&I Labs
- ☒ TCS Incubation
- ☐ TCUP Labs

Submit

Question 17/20

11/20 Correct

What are the key constructs of a G&T 'Value Delivery' objective?

Select the correct option(s) and click submit.

- ☒ Excelling in customer mindshare
- ☒ Delivering business value
- ☒ Delivering an innovative solution
- ☒ Aligning to contractual commitments

Submit

Question 15/20

10/20 Correct

7:25

Which one of the following Capabilities belongs to the 'Value Delivery' theme as per the G&T Framework?
Select the correct option(s) and click submit.

- ☒ Delivery commitment review
- ☐ Solution framing
- ☐ Contextual leadership
- ☐ Business Value articulation

Submit

Growth and Transformation Primer_E0

Question 20/20

14/20 Correct

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In a G&T engagement, to continuously improve TCS's brand positioning in the market, the team should focus on:
Select the correct option(s) and click submit.

- ☐ (a) Managing customer testimonies
- ☐ (b) Managing acquired knowledge
- ☒ Both (a) and (b)
- ☐ Neither (a) nor (b)

Submit

Growth and Transformation_Primer_E0

Question 12/20

9/20 Correct

Estimation is important for which of the following Capabilities under 'Value Proposition'?

Select the correct option(s) and click submit.

- ☒ Solution delivery roadmap
- ☒ Value commitment
- ☒ Delivery commitment review
- ☐ Solution framing

Submit

A key tool/methodology used for problem statement maturing (usually in conjunction with the customer) is:

Select the correct option(s) and click submit.

- ☐ Six Hats Thinking
- ☒ Design Thinking
- ☐ Critical Thinking
- ☐ Just Thinking

Submit

Growth and Transformation_Primer_E0

Question 16/20

10/20 Correct

In a G&T engagement, the focus is on:

Select the correct option(s) and click submit.

- ☐ (a) Delivering business value
- ☐ (b) Excelling in customer mindshare
- ☒ Both (a) and (b)
- ☐ Neither (a) nor (b)

Submit

Growth and Transformation_Primer_E0

10

Question 9/20

6/20 Correct

17 : 48

There are two links under the Marketing tab of Ultimatrix that help us in doing market research, analysis, and such. One is the Digital Store. Which is the other?

Select the correct option(s) and click submit.

- ☐ Market Watch
- ☒ Market Hawk
- ☐ Market Mirror
- ☐ Market Master

Submit

Question 10/20

7/20 Correct

Consultative Selling refers to:

Select the correct option(s) and click submit.

- ☐ (a) A sales technique
- ☐ (b) A consulting approach
- ☒ A combination of (a) and (b)
- ☐ None of the above

Submit

Question 8/20

5/20 Correct

As a TCS associate, how can you contribute to G&T Guild knowledge assets?

Select the correct option(s) and click submit.

- ☒ Recommend assets to Functional Community for review, enhancement and sharing
- ☒ Participate in review of assets shared by other contributors
- ☐ Volunteer to create assets that you like
- ☒ Share experience on industry body/professional event participation

Submit

TCS PacePort™ is:

Select the correct option(s) and click submit.

- ☐ A Product
- ☐ A Platform
- ☒ An Innovation Hub
- ☐ None of the above

Submit

Testimonials are:

Select the correct option(s) and click submit.

- ☒ Customer Quotes
- ☒ Case Studies
- ☒ Video Testimonials
- ☒ Press Release

Submit

The mentors of each of the functional communities are typically

Select the correct option(s) and click submit.

- ☒ Members of the Steerco
- ☐ BG Heads
- ☐ Client CXOs
- ☐ Unit G&T Leaders

Submit

4/20 Correct

Which one of the following Value Themes does the Capability 'Proof of Value demonstration' belong to?

Select the correct option(s) and click submit.

- ☒ Value Discovery
- ☐ Value Proposition
- ☐ Value Delivery
- ☐ Value Articulation

Submit

Which of the following is not a business growth impact measure?

Select the correct option(s) and click submit.

- ☐ Sales Growth
- ☒ Cost Savings
- ☐ Productivity Improvement
- ☐ Increased Market Share

Submit

You have completed an engagement. You want to publish the engagement. What do you need to ensure?

Select the correct option(s) and click submit.

- ☒ The customer can be cited for reference
- ☒ The customer has agreed that this is a G&T engagement and has realized the expected benefits
- ☐ The customer does not think it is a G&T engagement, but it fits TCS's definition of G&T
- ☐ All of these

Submit

G&T Guild Charter involves:

Select the correct option(s) and click submit.



KINEMASTER

- ☐ Facilitation of G&T engagements
- ☒ Building organization-level repository of G&T assets
- ☒ Development of people capability on G&T
- ☐ Formation of G&T workgroups


Submit

What are the channels that can be used to amplify G&T stories?

Select the correct option(s) and click submit.

- ☐ Press Releases
- ☐ Television Ads
- ☐ Social Media
- ☒ All of these


Submit

The mentors of each of the functional communities are typically  KINEMASTER


Select the correct option(s) and click submit.

- ☒ Members of the Steerco
- ☐ BG Heads
- ☐ Client CXOs
- ☐ Unit G&T Leaders

Submit

Which of the following units/teams are directly involved in providing specific requests?  KINEMASTER

Select the correct option(s) and click submit.

- ☐ Ultimatrix
- ☒ Industry Advisory Groups
- ☒ Corporate Market Research Team
- ☒ IRT 

Submit

The Three Horizons of Purpose-led Growth are:

Select the correct option(s) and click submit.

- ☒ Build digital core
- ☐ Drive growth & transformation
- ☒ Transform and Grow around Purpose-led Ecosystem
- ☒ Innovate business models

Submit

Which of the following is an example of Changing Operating Model?

Select the correct option(s) and click submit.

- ☒ Enterprise Transformation
- ☐ Management Transformation
- ☐ IT Transformation
- ☐ Business Process Transformation

Submit

Architecting a solution for an identified potential business problem.

Select the correct option(s) and click submit.

- ☐ Building a strong technology architecture
- ☐ Designing a solution blueprint
- ☐ Involving Ecosystem partners
- ☒ A combination of two or more of the given options

Submit

Agile execution and workspace specific details are available in:

Select the correct option(s) and click submit.

- ☐ Development Process Handbook
- ☒ OnClick Agile
- ☒ Agile Execution Handbook
- ☒ Open Agile Collaborative Workspace Guidelines

Submit

Which one of the following is not a Value Theme?

Select the correct option(s) and click submit.

- ☐ Value Articulation
- ☒ Value Commitment
- ☐ Value Delivery
- ☐ Value Discovery

Submit

Why is engagement-specific upskilling a necessity?

Select the correct option(s) and click submit.

- ☐ To make the customer happy
- ☐ To fulfil contractual commitment
- ☒ To address the skill gaps as per engagement's skill requirements
- ☐ To comply with the requirement from TCS Talent Development team

Submit



KINEMASTER

Which one of the following is not a Value Theme?

Select the correct option(s) and click submit.

- ☐ Value Articulation
- ☒ Value Commitment
- ☐ Value Delivery
- ☐ Value Discovery

Submit

How do we manage the acquired knowledge during a G&T engagement?

Select the correct option(s) and click submit.

- ☒ Classify and organize knowledge that is acquired during the entire G&T Engagement lifecycle
- ☒ Create knowledge artifacts (case studies, success stories, best practices, lessons learnt)
- ☒ Promote knowledge reuse for similar engagements
- ☒ Evaluate and extract knowledge to integrate into the institutional process repository

Submit

During the 'Value Delivery' cycle of a G&T engagement, one customer stakeholder
As Program Head, what will be your stand?

Select the correct option(s) and click submit

- ☒ Analyze the cost-benefit, discuss with the customer and reach a mutually agreed decision
- ☐ Accept the proposal
- ☐ Accept the proposal, but mention its effect on schedule and cost
- ☐ Not to consider this proposal as it will affect schedule and cost

Submit

What are the points we need to highlight in a G&T Success Story?

Select the correct option(s) and click submit

- ☐ The problem that we identified and solved for the customer
- ☐ The innovative solution that we created or used, to deliver the committed benefits
- ☐ Customer appreciation, clearly articulating how TCS has been an effective G&T partner for them
- ☒ All of these

Submit

Which of the following is/are example(s) of 'Growth play driven by thought leadership'?

Select the correct option(s) and click submit.

- ☒ Radical business model transformation
- ☐ Define roadmap, position TCS' IP/assets
- ☒ Influence customer's core business
- ☐ Drive growth & efficiency related transformation

Submit

Which one of the following Functional Areas does the Capability 'CSS/Lifeline analytics' belong to?

Select the correct option(s) and click submit.

- ☐ Sales/Presales
- ☐ Delivery
- ☐ People
- ☒ Enterprise Functions

Submit

The key discussion points during customer communication in a G&T
Select the correct option(s) and click submit.

- ☐ Delivery progress and its alignment to business value commitments
- ☐ Any change in business or engagement priority
- ☐ TCS's points-of-view in the context of engagement
- ☒ All of these

Submit

Which of the following are part of the Guild Functional Community objectives?
Select the correct option(s) and click submit.

- ☒ To lead/participate/enable G&T programs across value themes
- ☒ To strategize, plan, collect/create, and mature artifacts related to each functional area across the value chain
- ☒ To pro-actively promote the usage of the artifacts, understand the value it brings to the G&T programs, collect feedback, and act towards coverage and maturity of artifacts
- ☒ To strategize and plan the growth and nurturing of the talent both on scale and depth

Submit

Why is the assessment of specific workforce skills and capabilities needed for an engagement Discovery cycle?
Select the correct option(s) and click submit.

- ☒ To ensure readiness of the required talent pool in the event of winning the engagement
- ☐ To impress upon the customer a well-rounded research on the problem
- ☐ To demonstrate competency assessment capabilities that are present in the organization
- ☐ This is a standard procedure for all TCS customer engagements

Submit

Growth & Transformation is intended for:

Select the correct option(s) and click submit.

- ☒ Customer
- ☐ TCS
- ☐ Both TCS & Customer
- ☐ All of these

Submit

Which of the following statements is false?

Select the correct option(s) and click submit.

- ☐ A G&T Engagement is one where a customer recognizes that they have experienced Growth & Transforma
- ☒ A G&T Engagement is one where TCS has declared that they have delivered Growth & Transforma
- ☐ A G&T Engagement delivers measurable benefits to the customer
- ☐ A G&T Engagements is one where TCS is expected to demonstrate growth play driven by th strategies

Submit

The Consultative Selling process starts when:

Select the correct option(s) and click submit.

- ☐ A new customer is identified
- ☒ A problem area is identified for an existing customer
- ☒ A problem area is identified for a new customer
- ☐ An RFP is released by a customer

Submit

Which of the following information is relevant at the start of a G&T engagement?

Select the correct option(s) and click submit.

- ☐ Delivery, legal, and financial commitments as per the contract
- ☐ IP, Information Security, and Data Privacy related clauses and obligations in the contract
- ☐ Engagement Team Profile and Skills Gap
- ☒ All of these

Submit

What are the key constructs of a G&T 'Value Proposition' objective?

Select the correct option(s) and click submit.

- ☒ Integrating the right set of products and capabilities in the solution
- ☒ Committing expected business value to the customer
- ☐ Governing implementation of the proposed solution
- ☒ Arriving at a win-win contractual agreement with customer

Submit

G&T tagging of an opportunity happens in:
Select the correct option(s) and click submit.

- ☐ Project Workbench
- ☐ Project Commercial Management System
- ☐ Contract Management System
- ☒ Customer Relationship Management System

Submit

A typical G&T engagement in a 'Value Delivery' cycle requires strategy and execution program, IP & Design-led development and partner ecosystem. Is this statement true?
Select the correct option(s) and click submit.

- ☒ True
- ☐ Partially true
- ☐ False
- ☐ We cannot say

Submit

The research regarding a customer includes:

Select the correct option(s) and click submit.

- (a) Secondary/published data
- (b) Primary information gathered through networking a
- ☒ Both (a) and (b)
- ☐ Neither (a) nor (b)

Submit

In a G&T engagement, which of the following are potential business values to the customer?

Select the correct option(s) and click submit.

- ☒ Revenue growth
- ☒ Productivity increase
- ☐ Reduction in service requests
- ☒ Increase in customer base

Submit

Guild is best defined as a:

Select the correct option(s) and click submit.

- ☐ Center of Excellence
- ☐ Team of Domain Consultants
- ☐ Subject Matter Experts Pool
- ☒ Community of Practitioners

Submit

Which of the following is not a business growth impact measure

Select the correct option(s) and click submit.

- ☐ Sales Growth
- ☒ Cost Savings
- ☐ Productivity Improvement
- ☐ Increased Market Share

Submit

Which one of the following does the G&T Guild portal not contain?
Select the correct option(s) and click submit.

- ☒ List of all G&T engagements
- ☐ List of all G&T Guild members
- ☐ List of all Capabilities as per G&T Framework
- ☐ Capability Execution handbook

Submit

Testimonials are:

Select the correct option(s) and click submit.

- ☒ Customer Quotes
- ☒ Case Studies
- ☒ Video Testimonials
- ☒ Press Release

Submit

Which one of the following Value Themes does the Capability 'Proof of Value demonstration' belong to?

Select the correct option(s) and click submit.

☒ Value Discovery

☐ Value Proposition

☐ Value Delivery

☐ Value Articulation

Submit

A G&T engagement provides an opportunity for the creation of IP

Select the correct option(s) and click submit.

☐ Always true

☒ Most often true

☐ Always false

☐ Most often false

Submit

Each G&T capability is listed under which of the following?
Select the correct option(s) and click submit.

- ☐ One Business Group
- ☒ One Value Theme
- ☒ One Functional Area
- ☐ One Governance Layer

Submit

TCS and customer jointly own a co-innovated IP.
Select the correct option(s) and click submit.

- ☐ True
- ☒ False

Submit